



## Mark Your Calendar!

- Oct 15 - Flu Shot Clinic 10am - 1pm
- Oct 15 - Safety Committee Meeting  
2pm - 3pm
- Oct 16 - National Bosses Day
- Oct 17 - Mike & Jim's Birthday  
Potluck 12pm - 1pm
- Nov 1 - Apparel Orders Due



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October, 2019

### Mike's Words of Wisdom...

October 2019

*You become what you think about!* Earl Nightingale

If you listened to the safety CD this month, Dave Ramsey talked about this with our finances. Saying that if we want to be successful with our money management, our families, or our jobs we need to have goals and be intentional. Meaning that we have to intentionally make the effort to save that money, nurture that relationship, or put a conscious effort into our job.

If we become what we think about, that can mean many things. We can think about losing weight by working out, or be thinking about the double quarter pounder and fries at Mc D's, both are achievable, but one is better for you than the other. Intentionally making the decision to lose weight allows us to plan, set goals, and make it happen. Success isn't instant gratification, but if we keep working towards our goals with focus, we will get there.

At Stan's, we should be focusing on how we can make a difference by what we do each day. What can we do to help and be part of the solution vs part of the problem? How can we improve customer service that builds that long-term relationship? What can we do to improve efficiencies while improving productivity? These are questions we should be challenging ourselves with each day. A positive mindset allows for success, and who wants to live in a negative world anyway?

We can focus on success, "I think I can", or we can focus on failure, "I think I can't", but it is up to us which one we focus on. Most people that are successful in sports, business, or with their families don't just wake up one day and have it, they put effort each day, month, and year to get there. No one is born with life's greatness, it is earned by our efforts each day.

At home or at Stan's, we can be successful with positive thinking towards a positive goal. Be the glass is half full person, and as Dave Ramsey says, "if you are intentional with your actions, excellent with your efforts, and passionate towards what you do, you will control your own destiny and be somebody great on purpose!"

Respect-Relationship-Results



## Highway to Health

### Cancer is complicated.

(Continued)

In the next few upcoming newsletters, we will share signs & symptoms that you should get checked out, especially if they last for a long period of time or get worse. It's more than likely that something that isn't cancer is causing the problem. If you or a loved one has any of these symptoms, please see a doctor to be sure as seeing a doctor is the only way to find out.

#### Sores that do not heal:

These can be on the skin, in the mouth, or on the genitals.

#### Change in bowel habits or bladder function:

Long-term constipation, diarrhea, a change in the size of the stool, pain when passing urine, blood in the urine, or a change in bladder function (such as needing to go more or less often than usual)

#### White patches inside the mouth or white spots on the tongue:

Smoking or other tobacco use can cause pre-cancerous areas. If not treated, these patches or spots can become cancer.

Source: American Cancer Society

**BREAST  
CANCER  
AWARENESS  
MONTH**





Stan's employees have worked  
**\*\* 217 days\*\***  
 without a "lost time" accident!



## WEAR YOUR TEAM COLORS!

We're offering the \$50 allowance again to all Stan's Employees! The \$50 allowance is to be used on logoed custom apparel orders for YOU.

### A few changes to the Catalog!

We added the Red Hog & Kopfmann Partnership logos to the catalog, as well as added a few new items and added/removed various colors to existing items in the catalog. Check it out, and if you have questions, give Elizabeth a call: 605-849-3618

**Orders DUE November 1st**

### Stan's Welcomes A New Employee!

Edward Wood, Jr. joins the Reefer Division.

*Please take the time to introduce yourself!*



### October Birthdays

- Kenny Hendee - 10/1
- Ed Wipf - 10/5
- Chad Bacon - 10/5
- Roger Lamme - 10/7
- Doug Apato - 10/10
- Mike Kopfmann - 10/17
- Jim Troth - 10/17
- Steve Borkowski - 10/21
- Jason Mundy - 10/31



*Happy Birthday to our October babies!*

### November Birthdays

- Lori Haak - 11/1
- Brian Stange - 11/2
- John Bozzella - 11/2
- William 'Tex' Martin - 11/5
- Bob Haibeck - 11/10
- Blain Tebay - 11/18
- Randy Flitter - 11/19
- Todd Boomer - 11/24
- Zach Kopfmann - 11/25



*Happy Birthday to our November babies!*

## Check out the Monthly Safety CDs!

*Congratulations to the October winners!*

- |                |             |
|----------------|-------------|
| Kenny Hendee   | Todd Boomer |
| Jimmie Rederth | Don Sackett |
| Keith Mathis   |             |



### October Years of Service Anniversaries

- Bob Baker - 15 years
- Tammy Bierman - 10 years
- Todd Burns - 8 years
- Jason Gebel - 4 years
- Tim Walker - 2 years
- Ted Bartel - 2 years
- Kim Stacy - 2 years
- William 'Tex' Martin - 1 year

*Thank you for your service and dedication to Stan's!*



## FLU SHOT CLINIC



**Tuesday 10/15/19 10:00AM - 1:00PM @ The Shack**

The vaccination is FREE for those employees & dependents covered under the Stan's or Red Hog Avera Plan. Those with other, or no insurance, must pay \$25 on the day of the clinic. **Please bring copies of your insurance cards OR the ID and group numbers.**

Contact Morgan with questions or to sign up: [morgant@stansinc.net](mailto:morgant@stansinc.net) or 605.849.3627



During the week of 9/9 - 9/13, Stan's celebrated National Truck Driver Appreciation Week, Employee Appreciation, and Stan's Birthday! We appreciate everyone that is a part of the Stan's team. Thank you for supporting each other and making Stan's a great place to be!

### Stan's Recognized for Highway Safety.

The SD Trucking Association recently held their annual meeting where several awards were presented for highway safety. In the state of SD alone, between the dates of 7/1/18 - 6/30/19, Stan's driver's (including Feed, Grain & Reefer) logged in excess of 1.75 million miles (1,878,171 actual miles) with only one minor, no injury, accident. Congratulations to ALL of Stan's drivers who keep the roadways safe!

## \$1000 REFERRAL INCENTIVE!

We're DOUBLING the referral incentive for new drivers! For a limited time, \$1,000 will be paid to any Stan's team member for the next 6 driver referrals! This offer applies for inquiries or applications received after 9/25/19. Don't know what to say or how to start the conversation? Give Tammy a call (605-849-3604) and she can provide you with some tips or simply hand out the referral cards. All it takes is a smile, eye contact, and some encouragement to call and find out all the great things we offer here @ Stan's. Just make sure your name or truck # is listed on the card.

## September Top Fuel Mileage Performers

**Reefer Division:** 5.74 MPG - 9.18 MPG  
**Grain Division:** 4.28 MPG - 4.86 MPG

Cost/Mile \$0.52 - \$0.33  
 Cost/Mile \$0.70 - \$0.62

- |                            |                                    |
|----------------------------|------------------------------------|
| <b>Terry Nedved - 9.18</b> | <b>Bob Baker - 4.86</b>            |
| <b>Loren Postma - 8.82</b> | <b>Dickson Jorgensen - 4.28</b>    |
| <b>Mick Tennant - 8.57</b> |                                    |
| <b>Ed Wipf - 8.55</b>      | <b>Stan's drivers</b>              |
| <b>Bob Halbeck - 8.47</b>  | <b>traveled a total of</b>         |
|                            | <b>463,278 miles in September!</b> |

